

## Million Dollar Corporation of National Prominence

Twelve or fifteen years ago, the business of manufacturing ice cream was confined largely to peddlers, druggists, and small dealers conducting "ice cream parlors." The business was of a precarious nature and not many people cared to put their money in it on a large scale, since the demand was only a seasonal one and the product considered a delicacy rather than a staple food.

Ten years ago the Chapin-Sacks Mfg. Company, then operating an ice plant in this city, conceived the idea of manufacturing ice cream on a larger scale than had ever been attempted south of New York or Philadelphia. The name chosen for the product was "The Velvet Kind Ice Cream." The idea being from the very start to make the name synonymous with quality, purity, and service.

The venture succeeded beyond their fondest hopes and in a few years time the business had assumed such proportions that a new factory was necessary, so a two-story brick and concrete structure was built to house the ice cream department. The equipment installed at that time was of the most modern and sanitary type. The capacity of the plant was considered ample for years to come, but in 1913 an additional floor had to be added and the plant was then the largest in the country and well equipped and arranged that many of the newer plants in other cities have been modeled after it.

So much for the history of the origin of "The Velvet Kind." Let us now take a trip through and around the plant as the writer of this article did. I was first shown the pasteurizing room, which brings the ice, used for packing ice cream on the teams and in the cabinets, from ice houses three floors below into a pasteurized condition. For years it has been held over night. In the height of the summer season, the daily consumption of ice amounts to over 100 tons per day. Think of it, enough ice to keep over 1,000 family refrigerators cool twenty-four hours. The huge ice crusher is located just outside this storage room and the crushed ice passes down through a chute to the teams in the driveway or on the shipping floor below.

Passing on through a can storage room we came to the pasteurizing room, where the first and most important stage in the manufacture of "The Velvet Kind" is carried on. The cream is taken out of the large storage room, where it is kept at a temperature slightly above the freezing point of water, emptied from the cans into a pasteurizing vat and pasteurized by the "holding method." From there the cream passes through the homogenizer, a machine which, by exerting a pressure of from two to three thousand pounds per square inch on the cream as it passes through a small valve, breaks up the microscopic fat globules and disseminates the fat evenly throughout the cream. Cream which has been homogenized, I was told, cannot be separated even with a modern centrifugal separator, will not churn and in addition to the above reasons homogenized cream is better for whipping cream because of its increased viscosity. It is also true, he said, and by the way my guide was the company's chemist, that the homogenizer aids materially in keeping our bacteriological count down. The homogenized cream passes over a cooling coil and then into large holding vats. These vats, six in number, and having a capacity of one thousand gallons each, are made of heavy tin insulated with cork and have a refrigeration coil passing through the center of each. This coil is so arranged that it may be revolved while ice water is pumped through it. Tight-fitting covers are clamped on, so the pasteurized cream is kept from contamination by air and dust and at a temperature just a little above the freezing point of water.

Sanitary piping carries the cream from the big vats on the third floor just to the weighing can, and thence to the mixers on the floor below. The object of this weighing can, as is plain to be seen, is to insure uniformity of the finished product. The cream is weighed and then run into mechanical mixers having a capacity of one hundred and seventy-five gallons each. The proper amount of sugar and flavor is added to the cream in these mixers. There is one exception to this rule, namely, the fruit pieces, which derive their flavor entirely from the uncooked fruits added while the cream is in the freezers. Looking after the mixing room is no small job. In one month alone the ingredients used, exclusive of cream, was as follows: One hundred thousand pounds of sugar, three thousand pounds of chocolate powder, ice thousand gallons of fruit and three hundred gallons of vanilla flavoring. The ice cream sold that month was sufficient to supply over three million people with a pleasant slice of brick ice cream.

I must not forget to mention the laboratory, located on the second floor just to one side of the mixing room. It compares very favorably, I thought, with any of the government laboratories I have seen.

The chilled mixture now on the second floor flows through sanitary piping directly into the hoppers of a battery of fifteen modern brine-cooled freezers, located in a room by the name of the ground floor. Battery is the right word for it, too, as they resemble very much the guns used in modern warfare, except that they are considerably shorter and are German silver plated inside and out, instead of a gun metal finish. The dashers in these freezers are revolved by individual electric motors, placed on stands in the rear of each machine. From ten to fifteen minutes is required to freeze a batch of twelve gallons of ice cream. The cream is only frozen to a semi-solid consistency in the freezers; it is then run into cans and the cans are delivered immediately to the hardening rooms, where the final freezing takes place. These rooms are heavily insulated with cork and are kept at a zero temperature or lower, by direct expansion ammonia coils suspended from the ceiling. About twelve hours in the hardening room is required before the ice cream is ready for the consumer.

The hardening rooms open conveniently into the shipping department, which, of course, is on the ground floor, together with the can-washing and sterilizing room.

We will now go over on the "other side," said my guide, and see where all this refrigeration comes from. The "other side," as he called it, is a good-sized factory in itself. There we saw the big ammonia compressors, 30 tons of ice per day is their theoretical maximum capacity. The tank rooms, where the ice is frozen in five-ton cakes, is a very interesting place and the way that ice is handled is a long story in itself.

We didn't go through the maintenance and construction department, but I was assured that the company employed and had well equipped shops for the repair of machines, carpenters, tinners, and painters, together with a good-sized laundry. Continuing on up the street by the boiler room and an immense brick ice house, we came to the stables, and I am sure that the most critical health officer could find no fault either with the location, the care, or the food from the ice cream factory or the neatness of its appearance. Forty-eight mules constitute the equipment here, he said, and we walked on through the wagon yard, some of the early arrivals were just coming in and we waited long enough to see the wagon washers perform their duty. One team was being shod in the company's blacksmith shop, and the blacksmith informed us that some of his charges were out a pair

of shoes in a week's time. On our way back to the ice cream department we came through the garage, empty for the time being, but at night, with the fifteen electric trucks "on charge" and the seven gas cars calling for the stock of extra tires, the place is busy and crowded, indeed.

Now, said my guide, you have seen the home of "The Velvet Kind." Pretty thoroughly equipped and furnished, is it not? Yet, you may have noticed that we are quite badly crowded at that. It is only a question of a short time before we will have to build a new factory in those vacant lots just above us, and the next time we build, we hope to build big enough and substantial enough for many years to come. It's expensive business building or rebuilding every few years.

It might interest you to know that we manufacture 30,000 tons (4,000,000 ten-cent pieces of ice) each year, and by the way, this ice is made from water taken directly from the city mains. With one exception, we are the largest individual consumers of water in the city. The ice cream department alone has a daily consumption of 20,000 to 25,000 gallons of cold water and 5,000 to 10,000 gallons of hot water, more than the average family will use in three months, and that, just to keep our place clean and sanitary. We supply practically all of the hospitals in the city with ice cream, nearly all the cooperative lunch rooms, and

departments buy ice cream from us and most of the lunch rooms and drug stores where ice cream is sold handle our product. Our select family trade keeps four or five special delivery trucks busy most of the time.

"Why is it that 'The Velvet Kind' has acquired such popularity?" I asked. Because it is worthy of it and is only coming into its own, he replied. For years we have been making ice cream according to the best methods known. We are able to do this by controlling our own supply of cream from the time it leaves the farmer until the ice cream reaches the consumer. We have eight other plants in five different States operating in a similar manner to this one here or furnishing the raw products, such as milk and cream. The major portion of the cream used here in the Washington plant comes from our creameries located in Buckeystown, Md., and Woodstock, Va. The milk is gathered daily by automobile trucks, separated in the creamery and the cream shipped to us the same day as gathered. We co-operate with all pure food and health authorities, both State and national, in giving the public what they want in ice cream, PURITY, QUALITY, and SERVICE.

## MISSIONARIES SUPPRESS CHINESE OPIUM TRAFFIC

Lottery Used to Determine Which Dealers Shall Quit Business. Taxpayers Favor Scheme.

Peking, Aug. 15.—In and around the coast provinces of China the suppression of opium traffic by the Chinese government officials has been affected so thoroughly that the opium dealers are fleeing in increasing numbers under the protection of the foreign settlement in Shanghai, but even there the dealers are finding their activities restricted.

The missionary element and other reformers have hit upon one rather novel campaign for suppression by lottery. The taxpayers in Shanghai voted in favor of the scheme, and a lottery or drawing was recently held for the purpose of selecting out of the 58 opium dealers in the territory 15 who should give up the opium business.

The North China News, describing the drawing, says:

"The drawing was conducted on a platform, and the people, whose fortunes were temporarily or permanently at stake, stood earnestly scrutinizing every move in the procedure. Great care was, of course, taken to insure accuracy in drawing and recording numbers, and the Chinese who held up the ball as it came from the machine were careful to let it be seen between his thumb and forefinger, and to have his long sleeves well rolled back. The proceedings were conducted without a hitch, the drawing being completed within an hour."

**WEARS HAT MADE OF TIN.**  
Resident of Jonesboro, Me., Springs an Innovation.

The latest innovation in men's apparel has been sprung by W. H. Whiting, of Jonesboro, Me. It is a tin hat, with a band made of copper. He fashioned the hat by hammering a piece of tin, not only very light in weight, but he claims that it is cheaper than a straw "bonnet," lasts longer and is absolutely rainproof. While a tin hat has auster all its other hats. It is more showy than Mammoth's helmet, made famous by Van Quitsote, Whiting's hat is made of tin, common sheet tin, the same kind of tin that baked beans and sardines and tomatoes are put in.

It is built on a tin model, and no fashionable youth of the town can "put anything over" on him in the matter of style. It is neat, but not gaudy, a tin body with a copper band, not quite as brilliant as a ribbon with college colors, but more substantial and quite as attractive. At least, it attracts plenty of attention when Whiting wears it on the streets.

## GOOD WORK OF NURSES.

Brought Out in Incident Told by Dutch Writer.

London.—The following story of an English nurse's heroism is told by the correspondent of the Dutch Algemeen Handelsblad in a "Letter from the English Front."

"I was walking along a sunken road, when rounding a curve I saw a bent figure slowly moving forward. I hurried up and found it was a girl of about 23 carrying on her shoulder a young English infantryman. He had been shot in the shoulder and after a preliminary dressing of the wound had been told to go to the nearest field hospital. But he lost his way and wandered on until he collapsed and fainted from loss of blood and fatigue."

"The young woman, an English nurse, found him, and as it was half an hour's walk to the nearest field hospital decided to carry him there."

She accepted my assistance, and using my overcoat as a stretcher, we carried the man to the hospital.

**PROBABLY DIDN'T LIKE MUSIC.**  
Indianian Denies He Sold Goods "For a Song."

Kokomo, Ind.—Not long ago Julius and Charles Lyons, local clothing storekeepers, bought a stock of goods from Ike Myers, a competitor, whose business had not been profitable for some time, and put the goods on sale, advertising them as "bought for a song."

Myers was so incensed by the advertisement that he brought suit for libel, demanding \$10,000. He says the words "bought for a song" were wickedly malicious and libelously contrived to injure him in his good name and reputation as a merchant and business man.

## URUGUAY'S RECEIPTS PUT AT \$29,578,000

Budget of Government Estimates the Expenditures for 1915-1916 will Be \$29,477,311.

The budget of the government of Uruguay for 1915-16, as recommended in the president's message of May 15, shows estimated receipts amounting to \$29,578,000 and estimated expenditures aggregating \$29,477,311, leaving a possible surplus of \$100,689. The estimated receipts and expenditures are made up of the following items: Receipts—Customs revenues, \$12,500,000; property tax, \$4,400,000; trade licenses, \$1,700,000; tobacco tax, \$1,125,000; special revenues, \$2,095,000; sundry items, \$3,312,578; industries, \$1,481,896; war and marine, \$4,747,257; public debt, \$12,523,875; minor items make up the total of \$29,477,311.

The republic of Uruguay inaugurated on May 23 a parcel post service with the Netherlands.

The new international bridge over the Cuareim River, constructed by the Northwestern Railway of Uruguay, has recently been opened to traffic with Brazil.

Receipts imported into the country after January 1, 1916, containing oil for food shall have indicated on the name of the manufacturer and the kind and quantity of oil. If imported in bottles this information shall appear on the labels. If the oil is made from a single grain or fruit, this shall be stated. For example, "Olive oil," "Cottonseed oil," etc.

The Society of Architects of Montevideo has published an interesting and instructive magazine entitled "Arquitectura" (Architecture). This organization is planning to hold, at some future time, a congress of architects, and has taken preliminary steps looking to this end. Communications have been sent to the different schools of architecture of the Pan-American republics and to prominent architects of the three Americas soliciting their cooperation.

**BARN AFIRE; PEARS RIPEN.**  
New Jersey Proves State Not Suitable Only for 'Sheeters.'

New York.—Wonderful things besides mosquitoes come from New Jersey. Witness these two tales:

When Henry Kroker, of Passaic, went to bed Friday night, his ox-heart cherry tree had nothing on it but green leaves and a few scrubby cherries the sparrows had scoured. When he awoke yesterday, it was in full bloom.

Peter Benson, of Netcong, has a pear tree with ripe pears on one side and blossoms on the other. Peter's barn burned and the heat caused the side of the tree nearest to it to ripen, so the pears were ready to eat.

**CARVINGS IN THE HOME OF HENRY C FRICK**  
NEW YORK CITY

Executed by Ardolino Bros. New York City

When the new Q street viaduct is opened for traffic between Georgetown and the city in the fall Washington will have another beautiful and artistic structure over Rock Creek, forming an important link between two populous sections of the District, and conveniently thousands of people. The concrete construction work of the viaduct was done by Gulderson and Company, of New York. On each side of the ravine, at either end of the viaduct, two massive bronze buffaloes are majestically posed, the four pieces of statuary costing \$25,000.

Artistic distinction is given the viaduct in the beautiful sculptural work of Ardolino Brothers, the celebrated architectural sculptors of New York City. The skill and genius of these sculptors have served to beautify and adorn scores of buildings in the large cities of this country, including notable public buildings as well as costly private residences. It is fortunate that the Commissioners of the District of Columbia secured the services of these famous sculptors for putting the artistic finishing touches to this splendid viaduct. That the Commissioners exhibited fine judgment in this particular is attested by the following testimonial letters from prominent firms and individuals in many cities, who courteously replied to an inquiry sent them by The Herald in respect to the ability of Ardolino Brothers, the inquiry being made merely with the view of printing a feature of interest.

Replies to the inquiry follow:

Some of the recent contracts made by Ardolino Bros. for sculptural work with conspicuous firms and individuals are the following: Portland City Hall, Portland, Me.; Bank of Toronto, Toronto, Canada; New York Postoffice, New York City; Whitney National Bank, New Orleans; Interior Bank of Montreal, Winnipeg, Canada; Henry C. Frick residence, New York City; Field Museum, Chicago; Continental and Commercial Bank, Chicago; First National Bank, Milwaukee; State Library, Hartford, Conn.; Interior Royal Bank of Canada, Toronto, Canada; the Phillips residence, New York City; the Notre Dame Church, New York City; Temple of Scottish Rite, Washington, D. C.; the Q Street Bridge, Washington; the Maine Mast Monument, Washington; New Technical Building,

Cambridge, Mass.; Arlington Memorial Amphitheater, Arlington, Va.; additions to Boston State House, Boston; Registry Office Building, Toronto, Canada; and Staten Island Court Building, Staten Island, N. Y., which forms a notable list most creditable to the Ardolinos.

**Entirely Competent.**  
McKIM, MEAD & WHITE, 101 Park Avenue, New York, architects. "Ardolino Brothers have done the carving on some of our important buildings. We consider them entirely competent and would accept them as subcontractors on any of our work."

**Eminently Satisfactory.**  
CROSS & CROSS, architects, 10 East Forty-seventh street, New York City. "Ardolino Brothers have completed some very important monumental stone carving and modeling for us on the Notre

**Glad to Recommend Them.**  
GRAHAM, BURNHAM & CO., architects, 1417 Railway Exchange, Chicago. "Ardolino Brothers, of New York, are well known to us. They have done satisfactory work on important undertakings, and we are glad to recommend them as architectural sculptors."

**Satisfactorily Executed.**  
CARRERE & HASTINGS, architects, 25 Fifth Avenue, New York. "Ardolino Brothers, architectural sculptors, have done a great deal of work for us, including some of our most important commissions. Their first work was at the Portland City Hall, Portland, Me. They also did the carving of the building erected as head office of the Bank of Toronto, Canada. One of the last contracts in which they executed the carving was the residence built by Mr. Henry C. Frick, on Fifth Avenue, this city. All of their work has been satisfactorily executed, and we are very glad to commend them to you."

**Understand Their Business.**  
DONN BARBER, architect, 101 Park Avenue, New York. "My experience with Ardolino Brothers, architectural sculptors, has been entirely satisfactory. They cut some big marble figures for me for the State Library at Hartford, Conn. These figures were very large in size and very complicated to cut, with a considerable amount of free standing and deep under-cut stone. They used much skill and the work when finished in place

## FARMERS OFTEN SELL TIMBER AT A LOSS

One Man Sold His Property at \$1,200 When \$7,000 Was Its Real Value.

The marketing of farm timber presents some of the same difficulties, but in an aggravated form, that the farmer meets in selling other crops, says a Forest Service contribution to the Year Book of the Department of Agriculture, just issued.

The farmer finds it hard to get enough for his timber. Most farmers now sell their saw timber on the stump to a mill man, such sales ordinarily being made for a lump sum. The mill man, experienced in estimating, goes through the woods and sizes up the quantity and value of the timber he wants. The owner, being a farmer and not a lumberman, seldom knows anything about estimating timber and has only the vaguest idea of what it ought to bring. The consequence of this condition is that the farmer often receives only a small fraction of the actual market value of his stumpage.

Astonishing examples of what a farmer may thus throw away are often encountered by foresters, continues the article. For instance, a Massachusetts farmer sold a million feet of timber to a portable sawmill man for \$1,200 and thought he had obtained a good price. His neighbor, however, who knew something about timber, got \$7,000 for the same quantity of white pine from the very same portable mill man. The first farmer, on account of his ignorance, practically presented the mill man with \$5,800; the second owner was wise enough to learn before he attempted to sell his timber how much he had and what it ought to bring him in money.

The productive capacity of the 20,000,000 acres of farm lands throughout the country which either have or should have timber growing on them is enormous, says the article. This area is larger than all the national forests put together, and with an annual growth of 200 board feet per acre of saw timber—a moderate allowance under the practice of forestry—it would produce annually for about 40,000,000,000 feet, or the

equivalent of the entire lumber cut of the country, in addition to not less than 120,000,000 cords of firewood.

These figures, continues the article, probably never will be realized, for the reason that the present area of farm woodlands is much greater than it will be eventually. For example, woodland comprises 31 per cent of the entire farm area of the South, and undoubtedly much of this land will be put to other uses than timber growing. Nevertheless, the farmers of the United States now own at least 50,000,000,000 feet of saw timber and two and one-third billion cords of cordwood, and this timber should produce a substantial part of their incomes. Farmers ought to make the most of their timber, and the public should be interested in this question for the reason that the vast aggregate of farm timber should be available to supplement the other sources of the general supply.

**SHARKS FASTER THAN ENGINE.**  
Fish Hauls Men in Boat for Ninety Minutes.

New York.—Peter Breese, James Purcell and William O'Neill decided to catch one of the sharks whose fins for a week have been cutting the waters of Raritan Bay. They trooped from a motor-boat. There was an abrupt jerk to the line in short order and then a pull that sent the cord burning through their hands. They sent their boat about, cut out the engine and fixed the line to a cleat near the bow.

Away off they caught sight of the shark making for the high sea. The boat followed, speeding through the water with more power and at faster clip than the engine had ever driven it. They ran for half a mile with the big fish doing the pulling. Then the line slackened for a moment, but again they were pulled away on another course.

For an hour and a half the boat was dragged up and down the bay and across and back until finally, almost dead from exhaustion, the shark gave up the battle and they towed it to the beach, where it died.

**WON SUIT FOR 6 CENTS.**  
Attorney Sued Husbby After Legal Battle for Divorce.

Detroit.—Attorney Frank R. Martin sued John H. Kase for six cents won before Justice Marschner. The fact

that the costs and time involved in the case amounted to several times the six cents did not detract from the joy of victory.

Martin sighed with satisfaction as he jingled six pennies which Kane took from his pocket with great reluctance. Several months ago Martin was retained by Kane's wife to represent her in a suit for divorce against her husband. Some time later Kane, among other divers things, said to Martin: "You are a cur; you have ruined my home."

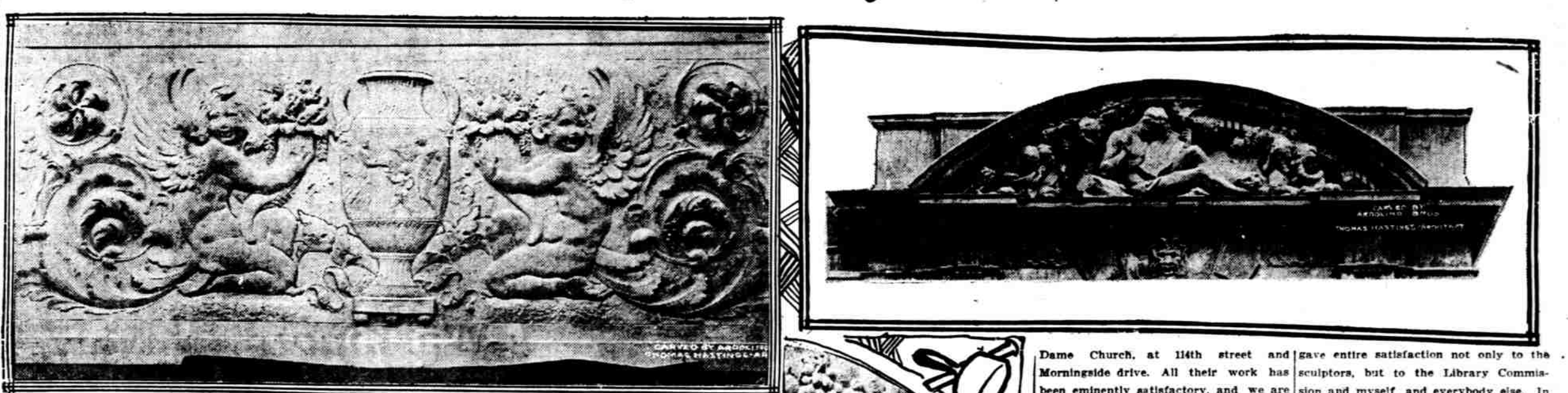
Martin started suit for slander and the jury awarded him six cents. Kane refused to pay. Martin then started justice costs action and the verdict was in his favor.

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# What Architects Think of Ardolino Brothers



Dame Church, at 114th street and Morningside drive. All their work has been eminently satisfactory, and we are pleased to commend them for your consideration."

**Pleased Washington Architect.**  
NATHAN C. WYETH, architect, 1517 H street, Washington, D. C. "Ardolino Brothers, architectural sculptors of New York, were satisfactory in so far as their work for this office was concerned."

**Beautifies Two Toronto Banks.**  
CARRERE & HASTINGS and EUSTACE G. BIRD, architects, Toronto, Canada. "We have employed Ardolino Brothers three or four years and have found them most satisfactory in every way both as to modeling and sculpture work. Their contract for the work on the Bank of Toronto in this city amounted to between thirty and forty thousand dollars and on account of the excellence of their work we awarded them the contract for the modeling and carving of the marble work in connection with the Royal Bank here, which work has now been satisfactorily completed. We have no hesitation in stating that the work executed by this firm for us has not been exceeded by any that we have done from time to time."

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gave entire satisfaction not only to the sculptors, but to the Library Commission and myself, and everybody else. In other words I should say that they understand their business thoroughly, and I would be willing to entrust them with any carving I might have."

**High-class Work.**  
JOHN RUSSELL POPE, architect, 527 Fifth Avenue, New York. "With reference to Ardolino Brothers, it will probably be unnecessary to go further than to refer you to the exterior stone carving on the Scottish Rite Cathedral, which was done by them, to show the very high-class work they do. With their ability to do good work they show a very willing spirit and anxiety to do the most artistic work possible."

**Satisfactory Work in Boston.**  
WILLIAM WELLES BOSWORTH, architect, 527 Fifth Avenue, New York. "As far as the work Ardolino Brothers are doing on the Technology Buildings in Boston has proceeded, their work has been entirely satisfactory."

**Praises Viaduct Ornamentation.**  
GLENN BROWN & BEDFORD BROWN, architects, 506 Seventeenth Street, Washington, D. C. "The Ardolino Brothers' carving on the Q-street bridge is being done in a satisfactory manner."

**Prompt and Efficient.**  
STATEHOUSE ARCHITECTS, Boston, Mass. "Ardolino Brothers, architectural sculptors, did the carving in connection with the columns and pilasters on the additions to the Massachusetts Statehouse. They showed a commendable spirit, did their work promptly and well and it was entirely satisfactory."

**High Praise From Architect.**  
JOHN CALVIN STEVENS, F. A. I. A., and JOHN HOWARD STEVENS, architects, Oxford Building, Portland, Me. "Ardolino Brothers' work upon the Portland City Hall was exceedingly satisfactory in every way, and we found them excellent people to deal with. They have done some work for us since which has been entirely satisfactory, and I am very sure that any work you put into their hands will be done with expedition and to your entire satisfaction."

It may be added that among all the replies received by The Herald in response to the inquiry not only was unfavorable to the character of the artistic work executed by Ardolino Brothers or to their skill and efficiency. Those quoted, however, are sufficient to establish this firm of architectural sculptors as absolutely second to none in any way whatever.